

# Maxine Curry

## Key Account Manager

### AREAS OF EXPERTISE

- Client retention*
- Relationship management*
- Revenue growth*
- Sales management*
- Sales goals*
- Client visits*

### PROFESSIONAL

- Sales qualifications*
- First Aider*

### PERSONAL SKILLS

- Passionate*
- Forward thinking*
- Focused*
- Hard working*

### CONTACT

Maxine Curry  
Dayjob Ltd  
The Big Peg  
Birmingham  
B18 6NF  
T: 0121 638 0026  
M: 0121 638 0026  
E: info@dayjob.com

Driving license: Yes  
Nationality: British

### PERSONAL SUMMARY

An experienced Account Management professional who can enhance a company's major account market share and reputation. Maxine has broad knowledge of the ..... arena and a long track record of coming up with end to end solutions that will satisfy all parties. She is very good at persuading and influencing key decision makers in a local, national and international environment. On a personal level she is willing to fully own and be responsible for the sales process with a customer. Right now she is keen to join a company who are experiencing growth and looking to take on even more market share.

### WORK EXPERIENCE

#### *Company name – Birmingham*

KEY ACCOUNT MANAGER Jun 2013 – Present

Responsible for representing the company's brand and maintaining long term relationships with exciting accounts in a competitive market place.

#### *Duties:*

- Gaining long term service commitments from assigned accounts.
- Achieving business plan targets whilst maximising profits at the desired margin.
- Protecting clients and the company from a wide range of internal and external threats.
- Developing client relationships at a senior and technical level.
- Prioritising a highly varied workload.
- Planning and developing bespoke sales strategies.
- Acting as the link between the customer and the company.
- Communicating business relevant information and providing structured feedback to senior management.
- Utilising marketing resources to drive account retention and growth.

#### *Company name - Location*

JOB TITLE Employment dates (i.e. Aug 2011 – Jun 2013)

### KEY SKILLS AND COMPETENCIES

- Clearly presenting and articulating a value proposition.
- Have the ambition needed to progress her career right to the top.
- Building strong relationships quickly, both inside and outside of a business.
- Managing updates to key stakeholders in a time critical manner.
- Bringing innovative ideas to the table.
- Hold a full, clean driving licence and willing to travel nationally and internationally.
- Developing new business opportunities and acquiring new clients.

### ACADEMIC QUALIFICATIONS

*Nuneaton University* **2008 - 2011**  
BSc (Hons) Sales Management

*Coventry Central College* **2005 - 2008**  
A levels:  
Maths (A) English (B) Technology (B) Science (C)

REFERENCES – Available on request.



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